

FORM NO. 51-4AA  
FEB 1952

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# INFORMATION REPORT

REPORT NO.

25X1

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CD NO.

COUNTRY East Germany

DATE DISTR. 12 January 1953

SUBJECT     Organization and functions of the Marketing  
              Department of the East German Ministry of Ore  
              Mining and Smelting

NO. OF PAGES 2

DATE OF INFO.

NO. OF ENCLS.  
(LISTED BELOW)PLACE  
ACQUIRED

SUPPLEMENT TO  
REPORT NO.

25X1

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1. The following are the main duties of the Marketing Department<sup>1</sup> of the Ministry of Mining and Smelting as set down in the decree of the East German Council of Ministers on 21 August 1952:
  - a) To insure delivery of products within the time limits and in the quantities established in distribution plans;
  - b) To guide and control DHZ-Metallurgie;
  - c) To establish direct traffic in goods between nationalized factories; the products involved are ores, concentrates, pig iron, iron alloys 100 percent (sic), steel ingots, semi-finished steel products; nonferrous metals in ingots insofar as these products are delivered as raw material for the iron, steel and metal industries. All other metallurgical products are included in cases where the consumer is authorized to draw materials directly from the producer on the basis of need for large quantities of goods of certain specifications and qualities.
2. Functions of the various offices of the Marketing Department are as follows:
  - a) Main Referate I and II for Marketing Planning - establish quotas for immediate recipients and supply the material for the rolling mill program discussions, for the assessment of the yield (Aufkommen), and for the approval of plans.
  - b) The Main Referat for Contracts concludes the following three types of contracts:
    - i. Multiple goods (global) contracts with quota bearers concerning the marketing of the production from ore and metal products.
    - ii. Multiple goods (global) contracts with the competent marketing departments

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for the marketing of nonferrous production of concerns under the Ministry of Ore Mining and Metallurgy.

- iii. Multiple goods (global) contracts concerning the metallurgical production of concerns not under the Ministry (for example, Thale, Hettstedt, Kabelwerk Oberspree).
- c) Main Referat for Prices - handles all basic problems concerning prices, cooperation in revising the price structure, and organization of sales managers' conferences (Verkaufsleiterbesprechungen):
- d) Referat for Reports and Statistics - examination of the biweekly operational reports, liaison with the State Administration for Material Procurement and the Central Statistics Office, initiation of operational action (operative Eingriffe).
- e) Referat for Control and Inspection - guidance and control of DHZ-Metallurgie for smooth, unbureaucratic execution of the parts of the distribution plans for which it is responsible.

1.  Comment: Absatzabteilung.

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